

# **NEW YORK WINERY SURVEY 2004**

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# Survey Description

## Objectives

The 2003 Survey of New York Wineries updates data from the previous survey done in 2000. This survey was sponsored by the New York Wine and Grape Foundation with the purpose of gathering information to assess the

changes and direction of the New York wine industry. Information collected measures capacity, volume, value and distribution of wine produced and tries to measure tourism, taxes, investment and expenses of the wine industry.

## Survey Design and Procedures

With the assistance of the New York Wine and Grape Foundation, a survey population of all licensed locations producing or selling wine at the end of 2003 was built. In the spring of 2004, the survey was mailed to 209 wine related places. After eliminating duplicate names, wineries with multiple locations, out-of-business operations and places only used for sales and tasting wines, it was determined there were 184 wine producing facilities in New York.

A questionnaire was developed, with the help of the New York Wine and Grape Foundation and other industry experts, with similarity to earlier instruments for comparability. Some of the complexity and details in earlier versions was eliminated in hopes of making it more appealing and easier to complete.

Mailings were made periodically throughout 2004 and early 2005 to collect survey information. Over the complete period of data collection, usable data from 156 wineries were summarized. Because of the nature and sensitivity of questions asked, few wineries provided completely usable reports. Some of the data requested, particularly tourism, is not recorded by many wineries. Many wineries also preferred not to report sales, taxes, investment and expenses for their own privacy of

information. To compensate for missing data from operations which refused to report or were out of business since 2003, data from other published and reliable sources was used to fill in for selected key items in this report.

This report provides industry level estimates in areas where sufficient data were available to allow estimating for non-respondent wineries and incomplete reports. In other areas of this report, tables only present data from good reports. We attempted to clarify these differences in table headings and written narratives.

National Agricultural Statistics Service disclosure laws prevent publication of data when insufficient reports are received and when large operations dominate an industry in such a way that publication of information might identify size and scope of an individual operation. In some instances, data are combined with other good reports to disguise individual data. As a result, some information is available for the industry and not at more detailed levels. In other instances, data are not published to avoid disclosure. When possible, written permission was obtained from large operations to permit publishing data which might have otherwise been combined or not published to avoid individual operation disclosure.

## Winery History

Of the 156 wineries summarized in some part for this report, 5 started active wineries prior to 1900 and 6 more began between 1900 and 1969. The wine industry began to grow actively in 1970 with 16 wineries opening for business in

that 10 year period. Over the next 20 years, the industry expanded rapidly as 47 wineries opened between 1980 and 1989 and another 52 opened between 1990 and 1999. From 2000 to 2003 another 30 wineries were established.

<b>Number of Wineries, by Year Established</b>							
Wine Trail	Before 1900	1900 to 1969	1970 to 1979	1980 to 1989	1990 to 1999	2000 and Later	Total Reported
Long Island Wine Council	1	-	3	8	13	4	29
Dutchess	-	-	2	1	1	-	4
Cayuga Lake	-	-	-	7	5	2	14
Seneca Lake	-	-	3	10	11	2	26
Keuka Lake	-	1	1	4	4	1	11
Niagara	-	-	-	-	1	2	3
Ontario	-	-	-	-	2	1	3
Chautauqua	-	2	2	3	-	-	7
All Other 1/	4	3	5	14	15	18	59
<b>Total</b>	<b>5</b>	<b>6</b>	<b>16</b>	<b>47</b>	<b>52</b>	<b>30</b>	<b>156</b>

1/ Includes Shawangunk and Canandaigua Wine Trails

## Types of Wineries

Wineries in New York are classified as either a Farm winery or a Commercial winery, depending upon the type of license issued by the State. Farm wineries came into existence as a result of the New York State Farm Winery Act of 1976. Until this Act, wineries were required to sell at least 95 percent of their wines through distributors. The Farm Winery Act changed that requirement by permitting wineries which produced less than 150,000 gallons annually to sell their wines directly to consumers. This change encouraged establishment of small wineries throughout the major grape growing regions of New York as it also required wineries to use exclusively New York produced grapes, fruits or other agricultural products.

Although Farm wineries report the largest number of operations, accounting for 87 percent of reporting wineries, they account for only 9 percent of total capacity in New York and for only 5 percent of the total wine produced. Commercial wineries are much fewer in number and much more significant in the level of capacity and production. They have, however, lost a small share of capacity and production to farm wineries since 2000. The proportion of winery capacity captured by commercial wineries capacity decreased 2 points from 2000 to 2003 and production slipped one point to 95 percent of the total.

<b>Wineries, by Type of License</b>		
License Type	2000	2003
	<i>Percent</i>	
Commercial	18	13
Farm	82	87
Total	100	100

<b>Winery Capacity and Production, by Type of License</b>						
License Type	2000			2003		
	Number	Capacity	Production	Number	Capacity	Production
	<i>Percent</i>			<i>Percent</i>		
Commercial	18	93	96	13	91	95
Farm	82	7	4	87	9	5
Total	100	100	100	100	100	100

## Internet Usage

The growth of internet usage expanded along with the number of wineries over the past survey periods. In 2003, 72 percent of wineries reported having a Home Page on the internet with 26 percent reporting no Home Page and 2

percent unknown. In 2000, only 67 percent of wineries reported having a Home Page and that was about double the number of wineries reporting a Home Page on the 1997 survey.

Wineries with Internet Home Page		
Home Page Reported	2000	2003
	<i>Percent</i>	
Yes	67	72
No	33	26
Unknown	-	2
Total	100	100



## Wine Capacity and Production

New York's wine capacity was estimated at 30.3 million gallons in 2003. That level represents a 13 percent decrease from capacity in 2000. Commercial wineries accounted for 91 percent of the total with farm wineries accounting for the remaining 9 percent. Commercial wineries also accounted for the entire drop as they decreased by 15 percent while farm wineries increased their capacity by 23 percent. Farm winery capacity has shown a steady increase over the years surveyed and 2003 marked the first decline of commercial capacity since surveys began.

Stainless Steel is the material of choice for 67 percent of the wine capacity. Oak accounts for 3 percent of the total and other materials represent the remaining production capacity. The Long Island Wine Council held the most capacity of all wine trails reporting with 1.28 million gallons capacity, 4 percent of the state total. Seneca Lake Wine Trail followed next with 1.06 million gallons capacity for 3.5 percent of the total. Farm wineries increased oak capacity by 48 percent since 2000 and accounted for 64 percent of the total oak production capacity. Oak barrels at commercial wineries were only about one-third of what they totaled in 2000.

<b>Winery Capacity, by License</b>			
Year	Commercial	Farm	Total
		<i>1,000 Gallons</i>	
1985	27,200	1,000	28,200
1995	31,600	1,800	33,400
1997	31,800	2,100	33,900
2000	32,400	2,300	34,700
2003	27,433	2,837	30,270

<b>Type of Winery Capacity</b>								
Year	Commercial				Farm			
	Stainless Steel	Oak	Other	Total Capacity	Stainless Steel	Oak	Other	Total Capacity
	<i>1,000 Gallons</i>				<i>1,000 Gallons</i>			
1985	25,000	2,200	1/	27,200	920	80	1/	1,000
1995	30,700	900	1/	31,600	1,500	300	1/	1,800
1997	30,800	1,000	1/	31,800	1,700	400	1/	2,100
2000	31,400	1,000	1/	32,400	1,900	400	1/	2,300
2003	18,180	335	8,918	27,433	2,083	591	163	2,837

1/ Not broken out separately

<b>2003 Capacity and Production</b>					
Wine Trail	Stainless Steel	Oak	Other	Total Capacity	Total Production
			<i>Gallons</i>		
Long Island Wine Council	983,000	292,000	0	1,275,000	853,000
Dutchess	53,000	15,000	0	68,000	54,000
Cayuga Lake	378,000	75,000	11,000	464,000	346,000
Seneca Lake	828,000	187,000	44,000	1,059,000	785,000
Keuka Lake	278,000	31,000	9,000	318,000	224,000
Niagara	13,000	4,000	5,000	22,000	20,000
Ontario	3,000	1,000	7,000	11,000	8,000
Chautauqua	87,000	8,000	73,000	168,000	123,000
All Other	17,640,000	313,000	8,932,000	26,885,000	35,771,000
Total	20,263,000	926,000	9,081,000	30,270,000	38,184,000

1/ Includes Shawangunk and Canandaigua Wine Trails

Production in 2003 is estimated at 38.2 million gallons, a decline of 6 percent from the amount produced in 2000. All reporting wineries in wine trails indicated increased capacity and production from earlier years except wineries in the Dutchess Wine Trail which were unchanged. The minimum capacity increase reported in

other wine trails was 34 percent in Cayuga Lake wineries with Long Island wineries increasing capacity by 51 percent. Production followed capacity with increases ranging from 29 percent in Cayuga Lake wineries to 44 percent more wine produced in Seneca Wine Trail.

<b>Capacity and Production</b>						
Wine Trail	1997		2000		2003	
	Capacity	Production	Capacity	Production	Capacity	Production
				<i>Gallons</i>		
Long Island	723,000	492,000	844,000	618,000	1,275,000	853,000
Shawangunk	387,000	54,000	438,000	74,000	1/	1/
Dutchess	67,000	48,000	68,000	38,000	68,000	54,000
Cayuga Lake	243,000	199,000	346,000	269,000	464,000	346,000
Seneca Lake	633,000	401,000	778,000	546,000	1,059,000	785,000
Keuka Lake	282,000	113,000	228,000	163,000	318,000	224,000
Niagara	-	-	-	-	22,000	20,000
Ontario	-	-	-	-	11,000	8,000
Chautauqua	-	-	-	-	168,000	123,000
All Other	31,571,000	30,426,000	31,983,000	39,075,000	26,885,000	35,771,000
Total	33,906,000	31,733,000	34,686,000	40,783,000	30,270,000	38,184,000

1/ Included in All Other.

Wineries with capacity over 100,000 gallons accounted for 91 percent of the capacity and over 95 percent of the wine production. Wineries with capacity below 25,000 gallons each produced less than 1.5 percent of the total

wine output in New York and represented just over 2 percent of the total capacity. Wine production by wineries with capacity of 25,000 gallons to 100,000 accounted for 3 percent of all wine and 6 percent of all capacity

<b>2003 Capacity and Production, by Size</b>		
Capacity	Capacity	Production
	Total	Total
	<i>1,000 Gallons</i>	<i>1,000 Gallons</i>
Under 10,000 gal.	298	247
10,000 to 24,999 gal.	414	334
25,000 to 49,999 gal.	821	589
50,000 to 99,999 gal.	1,049	635
100,000 and over	27,688	36,379
Total	30,270	38,184

### Types of Wines Produced

At a State level, production of wines by type was split somewhat evenly among table wines, dessert wines and specialty wines. Table wines and dessert wines each totaled 13.2 million gallons, just under 31 percent of all wines. Specialty wine were the third largest quantity with 10.0 million gallons produced, 26 percent

of the total. Sparkling wines accounted for about 4.5 percent of all wines at 1.72 million gallons and 8,000 gallons of fortified wines were produced. Table wine, however, is the primary wine produced by wineries in reporting wine trails. In the eight trails listed, table wines accounted for 97 percent of total production.

<b>2003 Type of Wine Produced</b>						
Wine Trail	Table Wine	Sparkling Wine	Dessert Wine	Fortified Wine	Specialty Wine	Total
Long Island Wine Council	840,000	4,000	5,000	1,000	3,000	853,000
Dutchess	54,000	0	0	0	0	54,000
Cayuga Lake	333,000	1,000	1,000	1,000	10,000	346,000
Seneca Lake	768,000	1,000	4,000	2,000	10,000	785,000
Keuka Lake	207,000	12,000	2,000	3,000	0	224,000
Niagara	19,000	0	1,000	0	0	20,000
Ontario	2,000	0	0	0	6,000	8,000
Chautauqua	122,000	0	0	0	1,000	123,000
All Other 1/	10,856,000	1,701,000	13,205,000	1,000	10,008,000	35,771,000
Total	13,201,000	1,719,000	13,218,000	8,000	10,038,000	38,184,000

1/ Includes Shawangunk and Canandaigua Wine Trails

Type of Wine Produced						
Year	Total Wine	Type of Wine				
		Table Wine	Sparkling Wine	Dessert Wine	Fortified Wine	Specialty Wine
		<i>1,000 Gallons</i>				
1985	24,817	7,560	1,373	2	13,647	2,235
1995	30,371	12,276	2,088	8	13,066	2,933
1997	31,733	11,246	1,587	7	16,384	2,509
2000	40,783	21,535	2,533	10	11,915	4,790
2003	38,184	13,201	1,719	13,218	8,000	10,038

Survey responses indicated a shift from red wines to white wines in 2003. Earlier surveys suggested about one-half of the wines produced were red and about 40 percent were white. The 2000 survey reported a drop in red wines and a shift to rose or blush wines. Wineries now

indicated they are producing white wines about 50 percent of the time while red types dropped to 37 percent. The remaining 13 percent were rose or blush wines.

Table Wine Production				
Year	Total Table Wine	Type of Table Wine		
		Red	White	Rose and Blush
	<i>1,000 Gallons</i>	<i>Percent</i>		
1985	7,560	53	39	8
1995	12,276	52	40	8
1997	11,246	50	41	9
2000	21,535	41	27	32
2003	13,201	37	50	13

## Visitation

An estimated 4.14 million people visited New York wineries in 2003 compared with 2.69 million estimated in the 2000 survey. Visitation in all areas of the state showed marked increases

from the previous number. All wineries averaged 54 percent more visitors than they did three years previously.

<b>Winery Visitation</b>					
Wine Trail	Number of Visitors				
	1985	1995	1997	2000	2003
	<u>1,000</u>				
Long Island Wine Council	50	192	466	535	943
Shawangunk	98	142	158	161	1/
Dutchess	19	28	37	44	1/
Cayuga Lake	64	245	284	358	460
Seneca Lake	56	515	658	849	1,298
Keuka Lake	2	41	79	110	261
Niagara	-	-	-	-	1/
Ontario	-	-	-	-	1/
Chautauqua	-	-	-	-	1/
All Other	95	276	514	628	1,175
State Total	384	1,439	2,196	2,685	4,137

1/ Included in All Other.

Visitors continued to come to wineries for general purpose visits as 85 percent of all visits were considered of this nature. That percentage was up slightly from the 83 percent recorded by the previous survey. The percentage of visitors attending for winery events tapered off slightly

as recorded visits for that purpose fell from 10 percent in 2000 to 6 percent in 2003. Trail events drew slightly more visitors than previously with a 2 point increase from 7 percent to 9 percent of the total.

<b>Winery Visitation Reasons</b>									
Wine Trail	General Visit			Winery Event			Trail Event		
	1997	2000	2003	1997	2000	2003	1997	2000	2003
	<i>Percent of Visitors</i>								
Long Island Wine Council	79	73	89	21	24	10	*	3	1
Shawangunk	56	58	1/	28	29	1/	16	13	1/
Dutchess	94	93	1/	6	7	1/	*	*	1/
Cayuga Lake	78	86	76	6	6	8	16	8	16
Seneca Lake	83	83	86	5	4	2	12	13	12
Keuka Lake	68	65	77	7	16	8	25	19	15
Niagara	-	-	-	-	-	-	-	-	1/
Ontario	-	-	-	-	-	-	-	-	1/
Chautauqua	-	-	-	-	-	-	-	-	1/
All Other	91	98	86	6	2	6	3	*	8
State Total	80	83	85	10	10	6	10	7	9

1/ Included in All Other. \* Less than one percent

When the origin of visitors is known, the predominant number came from New York. Fewer visitors were recorded from the Vermont

– Massachusetts – Connecticut area than in the past and the percentage of visitors from other areas held about steady from 2000.

<b>Origin of Winery Visitors</b>								
Wine Trail	New York	VT, MA & CT	NJ	PA	MD & VA	OH	Canada	Un-Known
	<i>Percent of Total</i>							
Long Island Wine Council	53	3	3	*	*	*	*	40
Cayuga Lake	64	5	2	9	3	5	2	10
Seneca Lake	50	5	4	17	3	6	2	13
Keuka Lake	42	2	2	6	1	1	1	45
All Other	52	6	4	14	1	7	*	16
State Total	52	4	3	9	2	4	1	25

\* Less than 1 percent.

Customers spent an average of \$20.50 per visit in all wineries during 2003, up from the average of \$13.75 recorded in 2000. Long Island wineries reported the highest average of \$27.75

per customer, with Seneca Lake wineries reporting the lowest average sale per customer at \$14.50.

<b>Average Sales per Customer at Tasting Room</b>				
Wine Trail	Year			
	1995	1997	2000	2003
	<i>Dollars</i>			
Long Island Wine Council	15.45	18.50	12.50	27.75
Dutchess	10.55	13.05	36.40	1/
Cayuga Lake	10.55	14.40	20.30	18.25
Seneca Lake	7.40	8.50	12.30	14.50
Keuka Lake	13.35	14.40	17.00	1/
All Other 1/	12.90	13.60	11.70	17.50
State Total	11.95	13.80	13.75	20.50

1/ Included in All Other.

The percentage of wine sales compared to other items has changed little from survey to survey. Wine sales accounted for 87 percent of all sales in the tasting room in about all wineries and in

all wine trails reporting. Long Island wine sales averaged slightly higher, at 90 percent with a low reported by Keuka Lake wineries, at 84 percent of tasting room sales.

<b>Wine and Other Item Sales at Tasting Room</b>						
Wine Trail	1997		2000		2003	
	Wine Sales	Other Items	Wine Sales	Other Items	Wine Sales	Other Items
	<i>Percent</i>					
Long Island Wine Council	95	5	82	18	90	10
Dutchess	76	24	67	33	1/	1/
Cayuga Lake	80	20	88	12	87	13
Seneca Lake	87	13	84	16	87	13
Keuka Lake	85	15	77	23	84	16
All Other 1/	87	13	74	26	85	15
State Total	86	14	81	19	87	13

1/ Included in All Other.

## Sales and Distribution

Only 10 percent of all the wine produced in New York stays in New York with the other 90 percent is shipped to other states and a limited amount to other countries. Local wineries, however, producing primarily for their wine

trails, sell nearly all their wines to New Yorkers. From those wineries, a large proportion, 75 to 96 percent of all sales, remain in the region where produced.

<b>Sales by Location and Wine Trail</b>									
Wine Trail	1997			2000			2003		
	New York	Other States	Other Countries	New York	Other States	Other Countries	New York	Other States	Other Countries
	<i>Percent</i>								
Long Island Wine Council	89	8	3	90	9	1	92	8	*
Shawangunk	83	13	4	85	11	4	1/	1/	1/
Dutchess	97	3	*	89	11	-	1/	1/	1/
Cayuga Lake	100	*	-	100	*	-	98	1	-
Seneca Lake	95	5	*	95	5	*	97	3	-
Keuka Lake	87	12	1	98	2	*	98	2	-
Niagara	-	-	-	-	-	-	1/	1/	1/
Ontario	-	-	-	-	-	-	1/	1/	1/
Chautauqua	-	-	-	-	-	-	1/	1/	1/
All Other 1/	11	86	3	5	94	1	7	91	1
State Total	14	83	3	7	92	1	10	89	1

1/ Included in All Other. \* Less than one percent.

<b>Percent of Cases Sold in Region Produced</b>		
Wine Trail	Year	
	2000	2003
	<i>Percent</i>	
Long Island Wine Council	73	84
Shawangunk	84	1/
Dutchess	84	1/
Cayuga Lake	77	75
Seneca Lake	8	87
Keuka Lake	87	96
All Other 1/	6	2
State Total	8	4

1/ Included in All Other.

On a statewide level, 89 percent of all wine is sold through out-of-state distributors. On a wine trail level, however, the majority of wine is sold directly to consumers at the winery. Long Island wineries sold the lowest proportion of wine at the winery, 39 percent, while Finger Lakes wineries sold 56 to 58 percent of their wines directly to consumers. Long Island wineries also sold the largest proportion of

wines to stores and restaurants at 30 percent. Cayuga Lake wineries were second most but dropping down to 10 percent of their sales to restaurants and stores. Finger Lakes wineries sold approximately one-third of their volume through New York distributors while Long Island wineries sold only 19 percent of their wines through that channel.

<b>Percentage of Case Sales in Distribution Channel, 2003</b>						
Wine Trail	Sales at Winery to Consumer	Shipped Winery to Consumer	Liquor Stores and Restaurants	Through New York Distributor	Through Out State Distributor	Other
	<i>Percent</i>					
Long Island Wine Council	39	8	30	19	5	1
Cayuga Lake	56	4	10	30	*	-
Seneca Lake	56	2	6	31	3	*
Keuka Lake	58	2	2	35	1	1
All Other	*	*	*	7	91	1
State Total	2	*	*	7	89	1

\* Insufficient reports to publish.

<b>Percent of Dollar Sales in Distribution Channel, 2003</b>						
Wine Trail	Sales at Winery to Consumer	Shipped Winery to Consumer	Liquor Stores and Restaurants	Through New York Distributor	Through Out State Distributor	Other
	<i>Percent</i>					
Long Island Wine Council	47	9	30	10	4	*
Cayuga Lake	67	4	9	20	*	*
Seneca Lake	59	3	5	31	*	*
Keuka Lake	65	2	2	28	*	*
All Other	1	1	*	7	*	*
State Total	7	1	1	9	81	1

\* Insufficient reports to publish.

Average Price of Cases Sold in Distribution Channel, 2003							
Wine Trail	Sales at Winery to Consumer	Shipped Winery to Consumer	Liquor Stores and Restaurants	Through New York Distributor	Through Out of State Distributor	Other	Avg. All Sales
	<i>Dollars</i>						
Long Island Wine Council	140	135	115	65	90	*	115
Cayuga Lake	110	90	80	60	*	*	90
Seneca Lake	85	90	60	80	*	*	80
Keuka Lake	100	110	85	70	*	*	90
All Other	100	80	80	25	*	*	25
State Total	105	95	95	30	25	20	30

\* Insufficient reports to publish

## Employment

Statewide, 60 percent of all winery workers are Part Time employees with 40 percent Full Time staff members. Those percentages compare with 64 percent Part Time in 2000 and 46 percent Full Time. Long Island wineries differed from all other wine trails reporting as 55 percent of their workers were Full Time and 45 percent were Part Time. In the remaining trails, Part Time staff greatly outnumbered Full Time members as percentage in reporting trails ranged from 76 percent Part Time to 91 percent.

Average earnings per employee also varied considerably depending upon the percentage of

Full Time versus Part Time. In areas with predominantly Full Time workers, average payroll per employee was \$22,000 to \$24,000. Wine Trails averaging much higher of Part Time employees reported an average payroll per staff member ranging from \$4,600 to \$7,700.

Seventy-six percent of all wineries reporting indicated reliable workers were available when needed for both vineyard work and winery activities while 24 percent reported not having reliable workers when needed.

Winery Workers and Average Payroll, 2003			
Wine Trail	Percentage of Workers		Average Payroll Per Employee
	Full Time	Part Time	
	<i>Percent</i>		<i>Dollars</i>
Long Island Wine Council	55	45	22,500
Cayuga Lake	14	86	4,600
Seneca Lake	24	76	7,700
Keuka Lake	9	91	4,900
All Other	67	33	24,300
State Total	40	60	14,600

<b>Percentage of Employees, by Wine Trail and Primary Activity, 2003</b>					
Wine Trail	Employee Primary Activity				
	Vineyard Operation	Wine Production	Tasting Room	Marketing & Sales	Other
	<i>Percent</i>				
Long Island Wine Council	42	10	32	12	4
Cayuga Lake	39	8	32	5	16
Seneca Lake	27	5	56	6	6
Keuka Lake	43	9	37	4	7
All Other	17	52	18	4	9
State Total	29	24	33	5	9

### Investment

Vineyard investment varied widely in both area of investment and amount of investment. For this survey 69 wineries reported investing in their operation over the three year period of 2001 to 2003. During those three years, 30

percent all investment was in wine making areas and the cumulative average amount invested in those three years was just under \$200,000. All wineries averaged just under \$500,000 invested in operations over the three year time frame.

<b>Winery Investment 2001 to 2003</b>		
Area of Investment	Percentage Of Dollars Invested	Average Dollar Amount Invested
	<i>Percent</i>	<i>Dollars</i>
Vineyard	14	105,000
Tasting Room	10	72,000
Wine Making Area	30	197,000
Wine House	5	138,000
Other	41	539,000
Total	100	500,000

Investment also varied considerably by size of operation. Wineries under 100,000 gallons of capacity totaled \$290,000 worth of investment during the three year period of 2001 to 2003.

All wineries invested an average total of \$500,000 into their operations over the same three years.

<b>Winery Investment 2001 to 2003, by Size</b>	
<b>Winery Capacity</b>	<b>Average Investment 2001 to 2003</b>
Under 100,000 gallons	\$290,000
All Wineries	\$500,000

### **Taxes**

In this survey 61 wineries reported tax data and amounts paid ranged widely depending upon size of operation. Wineries having less than 100,000 gallons capacity paid an average of

\$23,300 per year in federal and state taxes. Including all wineries reporting, a total of nearly \$2 million dollars of taxes were paid in 2003.

<b>Taxes Paid by Wineries, 2003</b>		
<b>Winery Capacity</b>	<b>Average Federal Taxes Paid</b>	<b>Average State Taxes Paid</b>
Under 100,000 gallons	\$9,900	\$13,400
All Wineries	\$1,900,000	\$80,600